

## LISTING OF THE CLAIMS

The following listing, if entered, replaces all prior versions of the claims in the present application.

1. (Currently Amended) A method in a computer system ~~for comprising:~~  
 defining a forecast snapshot, ~~the method comprising wherein the defining comprises:~~  
 receiving ~~from a user~~ an interval ~~for creating forecast snapshots wherein the~~  
interval specifies a frequency at which forecast snapshots are  
generated;  
 receiving ~~from the user~~ a specified day within the interval ~~for creating forecast~~  
snapshots wherein the forecast snapshot is generated on the specified  
day; and  
 receiving ~~from the user~~ specified roles of participants ~~to be included in the~~  
forecast snapshots wherein a member of the organization who is  
assigned one of the specified roles is included in the forecast snapshot;  
~~notifying the participants of the creation of a forecast snapshot so the~~  
~~participants can update their forecast information; and~~  
causing a processor of the computer system to automatically generating [[a]]  
generate the forecast snapshot wherein the forecast snapshot is based on the  
opportunity information of the participants, and the forecast snapshot includes  
the opportunity information; and in accordance with the day within the  
interval  
causing the processor of the computer system to automatically send an alert  
notifying the participants of the generation of the forecast snapshot.
  
2. (Currently Amended) The method of claim 1 wherein ~~the interval is weekly a~~  
participant of the participants updates the forecast snapshot in response to the alert.
  
3. (Cancelled)

4. (Cancelled)
5. (Cancelled)
6. (Currently Amended) The method of claim 1 ~~including~~ further comprising: before generating a forecast snapshot, ~~ensuring correctness of a~~ validating a hierarchy of the participants, wherein  
the hierarchy comprises more than one level, and the validating comprises detecting whether a participant of the participants is included at more than one level of the hierarchy.
7. (Currently Amended) The method of claim 6 including when the hierarchy of participants is ~~not correct,~~ invalid: notifying a user ~~so the hierarchy can be corrected;~~ and  
correcting the hierarchy.
8. (Currently Amended) The method of claim 1 wherein the generating ~~includes~~ further comprises:  
for each participant, retrieving opportunity information for that participant; and  
generating forecast summaries in accordance with a hierarchy of the participants.
9. (Currently Amended) The method of claim 1 wherein ~~each~~ the forecast snapshot is associated with a forecast period.
10. (Original) The method of claim 9 wherein the forecast period is a quarter.
11. (Currently Amended) The method of claim 9 ~~including~~ further comprising: receiving ~~from the user~~ an indication of the forecast period.
12. (Original) The method of claim 1 wherein the forecast snapshot is automatically generated based on the day and interval.

13. (Currently Amended) A computer system ~~for defining a forecast snapshot,~~ comprising:

a component configured to define a forecast snapshot, wherein the component for defining a forecast snapshot comprises:

a component ~~for receiving from a user~~ configured to receive a schedule ~~for creating wherein the schedule specifies a frequency at which~~ forecast snapshots are created;

a component ~~for receiving from the user~~ configured to receive an indication of participants ~~to be~~ wherein the participants are included in the forecast snapshot[[s]];

a component ~~that~~ configured to automatically generate[[s]] a forecast snapshot wherein the forecast snapshot is based on ~~the~~ opportunity information of the participants and the forecast snapshot includes the opportunity information~~in accordance with the schedule~~; and

a component ~~that sends~~ configured to automatically send an alert to the participants indicating that a forecast snapshot has been created ~~so the participants can update their forecast information.~~

14. (Currently Amended) The computer system of claim 13 wherein the schedule is based on a user-defined interval and the participant updates forecast information in response to the notifying.

15. (Currently Amended) The computer system of claim 13 including further comprising a component ~~that~~ configured to, before generating a forecast snapshot, ensure[[s]] the correctness of a hierarchy of the participants.

16. (Currently Amended) The computer system of claim 15 including further comprising a component ~~that~~ configured to, when the hierarchy of participants is not correct, notifies notify a user ~~so the hierarchy can be corrected; and~~ a component configured to facilitate correcting the hierarchy.

17. (Currently Amended) The computer system of claim 13 wherein the component ~~that generates~~ configured to generate the forecast snapshot ~~includes~~ is further configured to:

for each participant, ~~retrieving~~ retrieve opportunity information for that participant; and

~~generating~~ generate forecast summaries in accordance with a hierarchy of the participants.

18. (Currently Amended) The computer system of claim 13 wherein ~~each~~ the forecast snapshot is associated with a forecast period.

19. (Original) The computer system of claim 13 wherein participants are indicated by their roles.

20. (Currently Amended) A computer-readable medium containing instructions ~~for controlling a computer system to define a forecast snapshot,~~ executable to implement by a method, the method comprising:

receiving ~~from a user~~ a schedule for generating ~~the~~ forecast snapshots;

receiving ~~from the user~~ an indication of participants to be included in the forecast snapshots; ~~and~~

automatically generating a forecast snapshot based on ~~the~~ opportunity information of the participants, wherein the forecast snapshot comprises the opportunity information and the forecast snapshot is generated in accordance with the schedule; and

automatically sending an alert notifying the participants of the ~~creation~~ generation of ~~[[a]]~~ the forecast snapshot.

21. (Original) The computer-readable medium of claim 20 wherein the schedule is based on an interval.

22. (Original) The computer-readable medium of claim 21 wherein the schedule specifies a day within the interval.
23. (Original) The computer-readable medium of claim 21 wherein the participants are indicated by their roles within an organization.
24. **(Currently Amended)** The computer-readable medium of claim 21, including before generating ~~[[a]]~~ the forecast snapshot, ~~ensuring the correctness of~~ validating a hierarchy of the participants, wherein  
the hierarchy comprises more than one level, and the validating comprises detecting whether a participant of the participants is included at more than one level of the hierarchy.
25. **(Currently Amended)** The computer-readable medium of claim 24, ~~including further comprising,~~ when the hierarchy of participants is ~~not correct~~ invalid:  
notifying a user; and  
~~so the hierarchy can be corrected~~ correcting the hierarchy.
26. (Original) The computer-readable medium of claim 21 wherein generating the forecast snapshot includes:  
for each participant, retrieving opportunity information for that participant; and  
generating forecast summaries in accordance with a hierarchy of the participants.
27. (Original) The computer-readable medium of claim 21 wherein each forecast snapshot is associated with a forecast period.